

FARM FINANCIAL MANAGEMENT EDUCATION

OHIO'S EXPERIENCE WITH THE COORDINATED STATEMENTS FOR AGRICULTURE

BY

ALLAN E. LINES
EXTENSION ECONOMIST

DEPT. OF AGRICULTURAL ECONOMICS & RURAL SOCIOLOGY
THE OHIO STATE UNIVERSITY

JUNE 1984

EDUCATORS COMMUNICATE TO

CHANGE ATTITUDES

CHANGE UNDERSTANDING

CHANGE PERFORMANCE

PREMISE

OPPORTUNITY

AND

RESPONSIBILITY

CONCERNS

CONTINUITY

ECONOMIC DISTRESS

TEACHING PRINCIPLES

CONTINUITY

UNDERGRADUATE STUDENTS

UPPER-CLASS STUDENTS

EXTENSION EDUCATION

GRADUATE STUDENTS

FARMERS

LENDERS

ECONOMIC DISTRESS

**GOLDEN AGE OF 1970'S
FORE-RUNNER OF
IMPENDING ECONOMIC DISASTER**

EDUCATION

CONSTRUCT FOUNDATION

IMPART PROCESS

MODEL

**WELL DEVELOPED
CONCEPTUALLY STRONG
GENERIC
EDUCATIONAL MATERIALS
ALL AUDIENCES
FOUNDATION AND PROCESS**

EDUCATIONAL PROGRAM

AGENT --- USE / ACCEPT / PARTICIPATE

ATTRACT --- FARMERS / LENDERS

CHANGE --- ATTITUDES / KNOWLEDGE
PERFORMANCE

STAGE I

DISASTER EDUCATION

STAGE II

AGENT PREPARATION

STAGE III

FARMER EDUCATION

CFS ASSESSMENT

WE ARE PLEASED

SOME NOT SO PLEASED

CONCERNS

NOT COMPUTER-BASED

NOT CONCERNED WITH FUTURE

CFS

PROVIDES A COMMON

LANGUAGE

FORMAT

UNDERSTANDING

CFS

IS NOT CURATIVE

IS DIAGNOSTIC

IS PRESCRIPTIVE

CFS

DOES HAVE SOME PROBLEMS

MOST ARE NOT UNIQUE

SOME ARE UNIQUE

CFS STRENGTHS

NOT COMPUTER DEPENDENT

NOT RECORD SYSTEM DEPENDENT

UNDERSTOOD BY "NON-AG" LOAN OFFICERS

DOUBLE COLUMN BALANCE SHEET

CFS STRENGTHS

INTEGRATED SYSTEM

CONFORMS TO ACCOUNTING STANDARDS

GOOD EDUCATIONAL SUPPORT

GOOD SUPPORTING SCHEDULES

WIDELY ADOPTED

CFS - SOME CAUTIONS

UNDERSTAND THE SYSTEM

NOT A SUBSTITUTE FOR GOOD RECORDS

NOT "ONE-ON-ONE" EDUCATION

NEED GOOD EDUCATIONAL PROGRAM

BIG TIME REQUIREMENT

SUMMARY

RESPONSIBILITY

DEMAND-SIDE OPPORTUNITY

CFS MEETS DEMAND

TRAINING AND EDUCATION

FEW PROBLEMS

MANY STRENGTHS

